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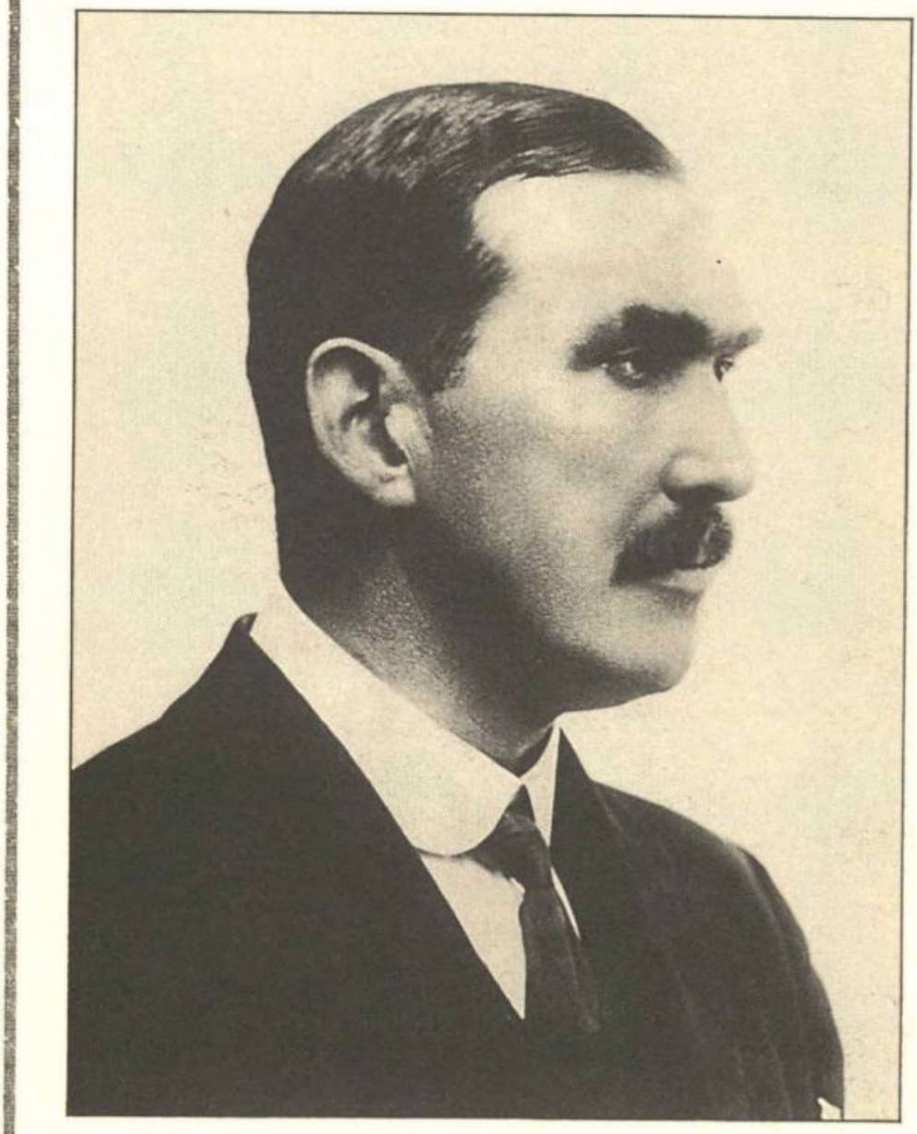
The Beaver

A Journal of Progress



SIR ROBERT M. KINDERSLEY, G.B.E.
Governor of the Hudson's Bay Company
(See Page Ten)

Devoted to The Interests of Those Who Serve The Hudson's Bay Company

Echoes of the May Celebrations

Parts Played by the Company's Larger Stores in Remarkable Success of Pageants

Parade Moving Down Jasper Ave., May 6th

AT EDMONTON—Ideal weather favored the Pageant Celebrations. As one old Indian remarked to a member of the committee, God looked favorably upon the Hudson's Bay Company and the Indians. Such a coincidence was remarkable, as it rained almost every day up to the time of the Pageant and commenced again the day after.

Never in the history of Edmonton, it is said, had such crowds been witnessed. Long before the procession began to move the streets were blocked with multitudes of spectators from both the city and outside points.

Besides the spectacular review of happenings during the past 250 years, depicted on floats, there were large bands of mounted Indians, ox carts, and prairie schooners, which the Hudson's Bay Company furnished. The city of Edmonton took a prominent part also. No less than sixty floats representing various organizations in the city lined up at the rear of the parade, making a magnificent spectacle. The procession was estimated to be three miles long.

The Celebration at Edmonton wa confined not only to the big stree parade but an elaborate and very successful Pageant was staged at the Empire theatre for three nights. This took the form of historical happenings which actually have taken place at various periods during the Company's Incorporaton. The cast of 40 were obtained from the Edmonton store, while a male chorus of 22 pieces accompanied the various acts and scenes.

Judging by the applause which greeted the performers each night and the very favorable press comments which followed, the Historical Pageant was a tremendous success.

The costumes were made specially for each scene and were authentically correct in every detail. The scenery was also the most elaborate ever seen in Edmonton.

Mr. J. Prest, Advertising Manager H.B.C., Retail, was responsible for the Pageant production and also the stage direction, while the musical direction was in the hands of Mr. Vernon Barford, a leading musician in the city. A brief outline of the synopsis is as follows:

REMARKS ON TABLEAUX AND SCENES

The incidents enacted in these scenes are authentic happenings taken from Journals and Memoirs in the archives of the Hudson's Bay Company's House, London, England, and other authentic sources.

The characters are as nearly as possible representative of the original and the costumes are exact reproductions of those originally worn at the periods represented in each scene.

Scene I.

"SIGNING OF CHARTER, 1670"

Principals

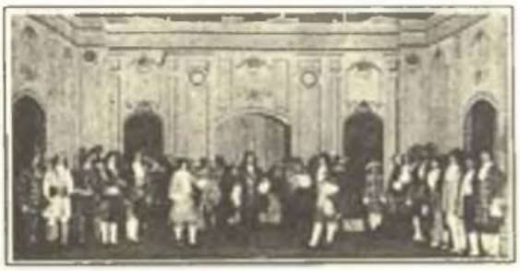
King Charles	Mr. O. M. Kennedy
Prince Rupert	Mr. H. P. Stower
Bishop	Mr. J. D. McLean

Scene II.

FIRST MEETING OF BOARD OF DIRECTORS, 1670

(The original oath which all directors and shareholders were required to swear.)

Prince Rupert	Mr. H. P. Stower
John Portman, Esq	Mr. B. Whiting
Sir John Robinson	Mr. J. Roberts
Sir Robert Viner	Mr. R. L. Bateman
Sir Peter Colleton	Mr. C. Digney
John Kirke, Esq	Mr. C. Douglas
Frances Millington, Esq	Mr. T. Crockett



Royal Ball-Room Scene

Scene III.

ROYAL COURT BALL ROOM, 1670

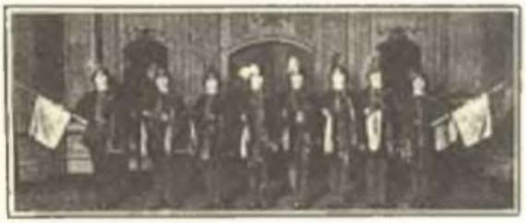
This scene depicts events which happened at the Royal Ball given by King Charles after signing of Charter. The costumes worn are exact reproductions of the originals.

Cast

King Charles ..... Mr. O. M. Kennedy
Prince Rupert ..... Mr. H. P. Stower
Lord Ashley ..... Mr. C. Digney
Lord Arlington ..... Mr. R. L. Bateman

Gavotte

Miss Vera Solick	Mr. J. Prest
Miss Zoe McDonald	Mr. J. McVicar
Miss Regina Gordon	Mr. B. Whiting
Miss Nora Hill	Mr. L. Winslow



Heralds

Miss E. Cartier	Miss D. A. McLeod
Miss Alice Howe	Miss Jennie Jones
Miss Gladys Wright	Miss Frances Brohman
Miss Doris Knight	Miss Bessie Ogilvie

Scene IV.

THE LANDING AT JAMES BAY

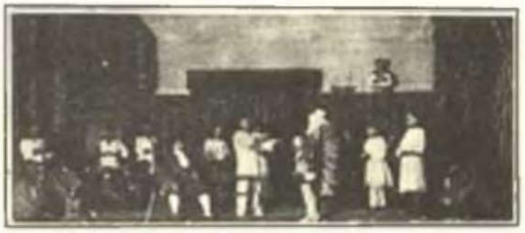
Groseilliers (Leader of H.B.Co.) ..... Mr. B. Whiting
Captain Gillam (of the Non-Such) ..... Mr. W. E. Stroud
Standard-Bearer ..... Mr. W. J. Fleming
Chief Trader ..... Mr. P. A. Stone
Cavaliers, Seamen, and Indians.

Scene V.

FORT CHARLES, 1674

The pomp and ceremony depicted in this scene is exactly as was performed during this period, to impress the Indian tribes when coming to trade.

Governor ..... Mr. J. D. McLean
Chief Trader ..... Mr. P. A. Stone
Assistant Traders ..... Mr. C. Digney and Mr. B. Whiting
Governor's Servant ..... Mr. J. Prest
Sentry ..... Mr. T. Crockett
Interpreter ..... Mr. J. Hughes
Piper ..... Mr. A. Thompson
Indian Chief ..... Mattonabee
Garrison, Drummers, Indians



Elaborate Ceremony of Trading

Scene VI.

FORT EDMONTON, 1796

Chief Factor ..... Mr. P. A. Stone
Interpreter ..... Mr. J. Fraser
Sentry ..... Mr. T. Crockett
Chief Trader ..... Mr. W. E. Stroud
Traders, Voyageurs, Indians

Scene VII.

FORT EDMONTON, 1850

This scene depicts an event which actually took place in 1850. The Crees were forced to take shelter within the stockades of Fort Edmonton from the Blackfeet, who were constantly warring with this tribe. Conciliation was effected by the H.B.Co. Factor, and peace ensued which was lasting in its effect.

Principals

Chief Factor ..... Mr. H. P. Stower
Interpreter ..... Mr. J. Fraser
Cree Chief ..... Ermineskin
Blackfeet Chief ..... Half Moon
Traders, Voyageurs, Indians

Scene VIII.

FORT EDMONTON (NIGHT), 1855

May 2nd, celebrating an Anniversary

Principals

Chief Factor ..... Mr. H. P. Stower
Jock McKay ..... Mr. J. D. McLean
Fiddler ..... Mr. J. E. Fraser
Dick Hammond ..... Mr. C. Digney
Dad McKenzie ..... Mr. J. Hughes

Red River Reel

Miss Bella McLean	Mr. C. Douglas
Miss Alice Howe	Mr. B. Whiting
Miss M. Borwick	Mr. C. Digney
Miss D. McLeod	Mr. J. Prest

Scene IX.

FORT EDMONTON, 1855

Principals

Factor ..... Mr. H. P. Stower
Indian Chief ..... Ermineskin
Cree Indian War Dance

AT WINNIPEG—The Anniversary Fete was an occasion to cling long in the memories of those present. That the Retail Store did itself credit in the big event is a deep satisfaction to all, both public and staff, who participated.

The staff banquet, at which the Governor was the guest of honor at the Fort Garry Hotel, was a felicitous and successful function upon which the Company deserves congratulation. Following is a draft of the programme arranged for the entertainment of the Governor and his associates:

Opening Orchestration—Selected.....
.....Fort Garry Entertainers
Song from "The Maid of the Mountains"
.....Miss Fay Trott
Violin Solo—"Souvenir," by Franz Drdla
.....Miss Fay Trott
Address—The Chairman Geo. W. Allan, M.P.

Introducing

SIR ROBERT KINDERSLEY, G.B.E.

The Governor of The Hudson's Bay Company.
Song—"There's a Long, Long Trail"....
.....Mr. Bouey
Chorus by entire gathering.

(Words composed for the occasion)

VERSE I

Looking backward through the ages,
See the heroes come,
Writing on our country's pages
Love of right and home.
Woods and plains ring out the story,
How those pioneers came,
Men of might, whose might was right,
And only fear could shame.

Chorus

There's a long, long trail a-winding,
Down from the long, long ago,
When the knights of old sought Hudson's Bay
Through ice and snow,
And to-night we all are thinking
Of how those brave men and free,
Each fought the fight with all his might,
And built our Company.

VERSE IV.

Hail! thou flag that stands for progress,
In our western lands,
Where H.B.C. means qual-i-ty,
Goodwill always stands.
Proud are we of our great leader,
Sir Robert Kindersley,
And pioneers of our Dominion,
The glorious Hudson's Bay.

Presentation of long-service medals, followed by musical entertainment, offered by concert professionals.

An important contribution was made by the Company's own talent to the programme. The general committee entrusted the entertainment programme to the retail organization. The Hudson's Bay song, of which a part is printed above, was rendered to the accompaniment of an ingenious mechanical effect. The first word of the last chorus of the song was the signal for the lights to be extinguished. There, over the stage, the Governor's ensign, a sheer white silken flag, floated in an artificial breeze. While the spot light played upon the flag, on large mirrors at either side of the stage magically appeared life-size likenesses of the Company's first governor, Prince Rupert, and of the present Governor, Sir Robert Kindersley.

The Hudson's Bay Company's musical chorus (all talent from the retail store staff) earned fitting applause in its rendering of a novelty promenade. During this number the whole chorus marched down into the auditorium and with the aid of tiny tissue paper streamers, enmashed the audience in a gay net of many colors.

Among those directly responsible for the successful features of this programme were:

Miss Bens — Mr. W. Robinson
Miss McEwan — Mr. G. R. Macgregor

Misses Watson, Budden, Bowling, Shaw, Lyons, Booth, King, Mitchel, Burstow, Harris and Clark.

AT CALGARY the 250 Anniversary Celebration pageant was most successfully carried out. The citizens co-operated to a large extent. The Pageant itself was well conducted, being representative of many elements in community life and exceedingly interesting from a spectacular standpoint.

Record Crowd Viewed Pageant

It is estimated that at least 50,000 people watched the two-mile-long parade as it marched through the city.

The history of Alberta was represented by various exhibits of cattle, farming, mining, poultry, dairying, etc., while Alberta's early history was taken care of by many old-timers who came through here when the C.P.R. first reached this town. Men like George Lane, Pat Burns, Col. Walker, Postmaster King, Colonel Saunders, Lady Lougheed and others who represented Calgary in the 80's also took part in the Pageant. The life of the Indians from earliest times up to the present day was carried out by a band of Sarcees from the reserve.

Calgary History Portrayed

The history of Calgary itself formed an interesting part of the parade, especially that dealing with the evolution of fire-fighting apparatus, from the old fire-guard plow to the present motor-drawn vehicles. A large part of the parade was also devoted to the sports section.

Alberta's overseas units were represented by detachments of the 31st, 49th, 10th and 50th battalions.

AT VANCOUVER—The Company's Celebration was unique in the commercial world. The store's staff, as employees, were privileged to participate in such a Celebration. It was not a "one-man job"; its success was achieved by the unanimous, enthusiastic co-operation of all employees of the Company. While the Celebrations were reported everywhere to be an unbounded success it is most gratifying to know that Vancouver's part was considered the crowning glory of the series of events.

The parade was fully two miles long. It consisted of upwards of 100 singularly beautiful and original floats. The delightful dance that was given in the Arena, where upwards of 5000 people were present, should be a criterion by which all future functions of this sort might be judged. The banquet of the staff at Hotel Vancouver deserves more than passing mention. The address of the evening, given by our Governor, Sir Robert Kindersley, will never be forgotten here. It must have made each member of the staff proud of their service in the Ancient and Honorable Company which is still carrying on the noble traditions of the past. The happy announcement of the several birthday gifts the Company was making to its servants brought the evening to a most enthusiastic conclusion.

To Our Readers:

WE purpose to make this Journal as newsy and interesting as an H.B.C. Magazine should be, with the wealth of good material at its disposal. But we must depend upon you, our readers, for the gathering and reporting of this material. Do not hesitate because you think you are not a writer. Send us the FACTS, with proper names, initials, dates and PICTURES (titled and dated on the back). We will write up your Offerings. Give us notes, narratives, anecdotes, personal news items, history, biography and poems—about the Company, its staff and their activities.

Whether you are a trader, clerk, inspector, ship captain, post-manager, stenographer, salesperson, buyer, accountant, department manager—whatever your position in the service, you can help to make "THE BEAVER" a more interesting and newsy magazine every issue.

Send all items regularly before first of each month to your District Manager or nearest Associate Editor in Winnipeg, Edmonton, Calgary or Vancouver.

—The Editor

Getting Acquainted With the New Land Commissioner

Mr. H. F. Harman, Who Succeeded Mr. James Thomson as Land Commissioner in June, is Londoner Who Has Pioneered and Won Success in Canada

By B. EVERITT, *Associate Editor*

THE new Land Commissioner finally consented to give "*The Beaver*" a few facts concerning his rise to the high office he new holds; but it is worthy of note that he wished only the FACTS given, without the embellishment usually added to stories of self-made men.

First Employed Near No. 1 Lime St.

Born in London, England, 21st September, 1882, he was the son of Edward Harman, architect and surveyor. Early business training in London with a wholesale firm in the vicinity of St. Paul's Church Yard, strange to say only a few doors removed from the present City of London offices of the Hudson's Bay Company. Being dissatisfied with the congested conditions in London, and with a desire to enter a field offering wider scope, more rapid promotion and greater possibilities, Mr. Harman left for Canada in the Spring of 1902, and for a year experienced to the full the difficulties and hardships which fell to the lot of many young men in those days, when first entering the more unsettled parts of a new colony.

His chief assets were good health, education, sound morals and principles gathered from excellent home environment, stimulated by ambition.

Saw Seamy Side of Life in Camps

During his first year in Canada he had varied experiences, including farm labor, railroad construction and lumbering in New Ontario; later returning to Winnipeg, where he obtained a junior position with the Company's Winnipeg architect, the late George Browne. From there he entered the service of the Hudson's Bay Company, then under the direction in Canada of Commissioner Chipman.

Subsequently he was transferred to the Land Department in the capacity of draftsman, and was granted promotion from time to time as opportunity occurred, having served as tax clerk, chief clerk and assistant land commissioner.

Regarded as Land Value Authority

In the West, Mr. Harman is regarded as one of the leading authorities on land values.

H. F. HARMAN, ESQ.
Land Commissioner

He was for a period Townsite Manager of the Canadian National Railways, and during this administration various important Townsites were placed on the market with success. Mr. Harman is a young man, as Commissioners go; but in a remarkably few years he has, through ambition and energy, developed the essential "calibre," so that when the Company cast about for a man able to compass the duties of a James Thomson they were able to find him "in the ranks."

Celebrations at Fur Trade Posts in Many Districts

By Our Staff Correspondents

¶ At convenient dates during the Spring and Summer, the Company's 250th Anniversary Celebration was observed at the far-flung fur trade posts, from Labrador to British Columbia and from beyond the Arctic circle to the international boundary.

THE PAS, MAN.—Early morning conditions seemed to point to a rainy day for the celebration at The Pas Post on Tuesday, June 29th, in connection with the 250th Anniversary of the Company. At about 10 a.m., however, the sky cleared, and the remainder of the day was fine, the heat being just sufficient to justify the visiting Indians in making heavy inroads on the vast stores of ice cream and cool drinks which had been supplied for them.

A large marquee was erected for the occasion on the vacant lot facing the Hudson's Bay Company's store, on the corner of Fischer Avenue and First Street, and the Indians paddled in from the countryside for miles around to participate in the programme of sports, and to take part in the feast which had been prepared for them.

The Company's store, which had been gaily decorated with bunting for the occasion, closed at midday, and immediately afterwards the Indians assembled in front of the grandstand to hear an address by District Manager Christy Harding, of York Factory. Mr. Harding briefly outlined the history of the Company, and referred to the great significance of the 250th Anniversary.

Words of welcome to the visitors were spoken by the acting Mayor, Mr. R. H. McNeill, and the Indians to receive medals were lined up, and ascended the platform to be decorated by Mr. Harding, who congratulated them upon attaining this recognition from the Governor and Company.

Chief Constant of The Pas Indians

Conspicuous among the Indians to be decorated was Chief Constant, wearing numerous medals which had been presented to him during his long reign as chief of The Pas Indians.

The recipients of medals were:

Antoine Constant, Chief; Lazarus Harris, Fred Ross, Horace Whitehead, Peter Bignail, John R. Whitehead, Zack Young, Sam'l Umphreville, Simeon Bignail, John Paul, Philip Ross and J. Bignail.

At the conclusion of the ceremony fo presenting the medals, the Indians repaired to the huge marquee. Over 200 sat down at the tables, and they speedily disposed of the choice array of victuals placed before them, removing in the voluminous folds of their clothing what they could not find it convenient to stow in their interiors.

Residents of the town turned out in force to witness the sports during the afternoon. In addition to the numerous other interested spectators were the Commissioner of Northern Manitoba (Dr. R. C. Wallace), and Professor Durkin, the well-known Canadian novelist, out in search of local color for his new novel of the Northland.

The Huge Marquee where 200 Dined

The white children of The Pas evinced great interest in a bear cub which was chained to a post on the sports ground, and which consumed during the day sufficient candies and fruit to stock a store.

The events in the sports programme which excited the most interest were the canoe race on the Saskatchewan, and the portaging of 200 pounds of flour. Both these contests were strenuously fought out, the canoe race being won by the small margin of a boat length.

Other events included foot races, Indian wrestling, tug-of-war, three-legged race, pulling lazy stick, obstacle race, spiking block, boys' race, fat women's race, and girls' egg and spoon race.

Modernized Indians in Tug-of-war

Candy scramble, orange baths, and molasses bun fights were joyously entered into by the children.

In the evening a barge was tied to the shore, and far into the night the Indians could be seen dancing.

* * *

LAC SEUL, ONT.—At the Celebration here service medals were given to 15 Indians.

In the afternoon canoe races, large and small, and a football game were engaged in. There was a dance in the evening. Everything was done to make it a pleasant day for all.

Group of Medalists, Lac Seul

FORT ALEXANDER.—The 250th Anniversary of the founding of the Hudson's Bay Company was celebrated at Fort Alexander Post on the 24th May last. An open invitation was extended to every Indian on the reserve and so eagerly was the unique event looked forward to that the Celebrations were attended by not only the Indians and their families, but also by the miners, prospectors and settlers within a radius of twenty-five miles. It is estimated that not less than one thousand people on this occasion were the guests of the Honorable Company, and it is much to the credit of the manager, his esteemed wife and loyal assistants that they were so successful in catering for, and at the same time giving entire satisfaction to such a huge assembly.

The Celebrations were timed to commence at 2.00 p.m. on the 24th. At noon a huge crowd had gathered at the Post. The items for the afternoon consisted of canoe races, boot, sack and children's races, also tug-of-war, but the main item of the Celebrations was the feast, which commenced at about 5.00 p.m. Ample justice was done to the good things provided by the manager and his wife, Mr. and Mrs. W. A. Murray. After the supper the prizes were presented to the successful winners in the sports, as also were the medals generously provided by the Governor and board. Needless to say, the recipients of these medals were gratified, and the souvenirs will no doubt be treasured both by the recipients and in the future years by following generations as a lasting tribute to the good feelings which have always existed between the Honorable Company and the original natives of this great country. Dancing was then the next item on the programme. At 10.00 p.m. a fireworks display took place which was a revelation to the natives. This can be no surprise, as this is probably the first occasion that such a display has ever been given north of the City of Winnipeg.

In addition to looking after the needs and pleasures of the vast assembly, Mr. and Mrs. Murray entertained in their home at the birthday dinner a large party, amongst whom were the Rev. and Mrs. C. H. Fryer, Rev. Fathers Bousquet and Geelen, Mrs. C. F. Forrest, Mr. J. F. Forrest and others.

Gracing the centre of the table was a huge four-storey iced cake, bearing emblems of the Company and congratulations on its 250th Birthday. This cake was the gift of the sisters of the mission, and undoubtedly was something they can be proud of, as it is asserted that no such cake and so beautifully decorated has ever been seen in the District.

* * *

MONTIZAMBERT, ONT.—The Celebration was held June 29th, and everything passed off satisfactorily.

There was a large crowd, many Indians coming from Heron Bay and White River. The day was fine, only a small shower about noon. We had games of all kinds, such as canoe and running races, tug-of-war, etc.; also a dance in the evening, which lasted till about one o'clock.

The medals were presented just after dinner, all excepting old "Paskeway." He could not stay on account of not having brought his family with him. All the Indians were pleased and proud of their medals.

* * *

MISSANABIE, ONT.—Celebration of the 250th Anniversary was held here on June 3rd. Everything worked out all right. All the Indians were quite satisfied and had a good time. Two meals, dinner and supper, were given; and a big dance from two o'clock in the afternoon till midnight. The old store was full all the time and a most enjoyable day was had by all.

Group of the Guests, Missanabie

MATTICE, ONT.—The feast in honor of the 250th Anniversary took place June 12th. It was a capital feed, lots to eat and everyone seemed pleased. Dancing was kept up until midnight.

* * *

FORT A LA CORNE, SASK.—The 250th Anniversary was celebrated at Peoanan Plains on June 30th. Favored with excellent weather

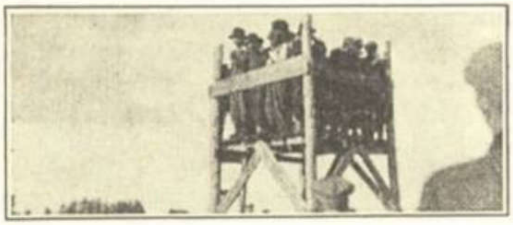
Old Timers in Regalia

and honored by the presence of Mr. J. J. Barker, district manager, the occasion was a complete success. Indians from the vicinity of the Post were present, numbering about three hundred. A conservative estimate of the number of white visitors is between five and six hundred. Over one hundred automobiles parked around the race-track. Conveyances of every description, from ox-carts to motor cycles, were to be seen in large numbers.

The program of the field sports occupied the forenoon. Every event was well contested and thoroughly enjoyed by both spectators and contestants.

At noon the Indians were called together in front of the agricultural hall, where Mr. Barker spoke to them and presented medals to James Moostoos, James McLean, Albert Brittain, Jose Whitehead, Joe Head and Fred Okeekeek. Chief James Head, Noah Walker and James Ahsinekappo already had medals, which they received at the Winnipeg celebration. After the presentation of medals, the Indians entered the hall where they were served a sumptuous feast.

The afternoon was entirely taken up with horse races of all kinds, including backwards race, slow race, potato race, cowboy race and bareback wrestling. There was also an exhibition of "broncho busting" and a pie-eating contest for the boys.



Pie-eating Contest, Fort a la Corne

After supper a baseball game was organized, Whites vs. Indians. Mr. Barker was umpire, and it is greatly feared that his interest in the Indians was allowed to bias his judgment in some of his decisions. At any rate, the poor Whites lost the game.

About nine o'clock the Hall was cleared out and dancing was indulged in till the small hours of the morning. Considerable surprise was expressed by some of the White visitors at the ease and grace with which the Indians danced the fox trot, French minuet, three-step, four-step and waltz. The famous Red River jig was conspicuous by its absence, and even the time-honored quadrille was sadly neglected.

* * *

NIPIGON, ONT.—Commemorating the 250th Anniversary, the Indians had their big picnic May 25th. Weather conditions were favorable. Large tents were erected for culinary purposes. Four of the Indian women, proficient cooks, prepared the eatables in royal style.

Dinner was served at 1 o'clock, all enjoying themselves, men, women and children. A vote of thanks was given the Indians by the Company and its officials, followed by a few short speeches from the Indians, who expressed themselves as being very pleased with the kindness shown them.

The programme of sports consisted of races for married men, old-timers, single men, young women, girls, boys, cooks' race, and the fat women's race, very good indeed. We then ran an old women's race, and one very old lady who looked "all in," stepped out and ran a clear field to all the rest, capping the climax by finishing up with sundry odd jumps to show her vitality.

A tug-of-war by married men was good; also one for single men, which was well contested. To make it more interesting we had another tug, whites against guides, won by guides.

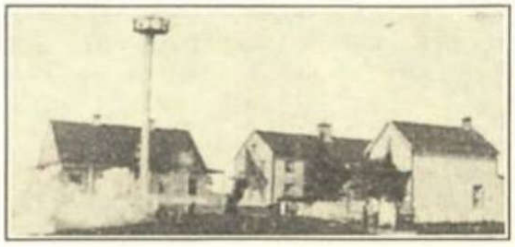
Explanation of the occasion of the Celebration was conveyed to the assembly by Mr. D. Deschamp, a good speaker. Mr. A. Lexie replied in a style befitting the occasion, as also did Mr. P. Cameron.

Evening entertainment consisted of a real old-fashioned dance in the International Hotel. Two violin musicians rendered selections in true native style. A happy crowd indeed witnessed the fancy step dance by Cameron and Boucharde, who are artists in this respect.

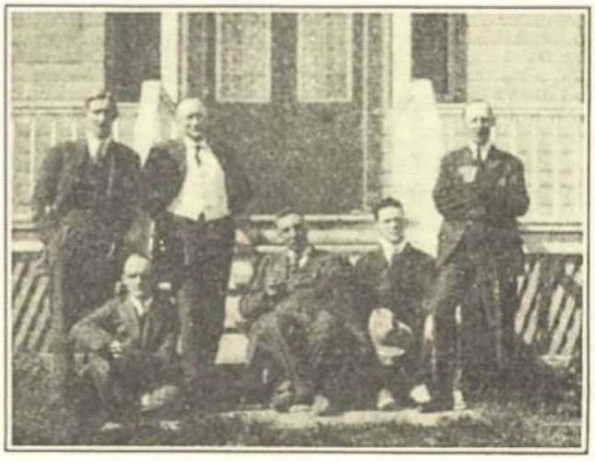
An assembly of 119 natives and practically all of the white population was here to watch the festivities.

* * *

General Assembly, Celebration Day at Dinorwic, Ont., Post



Upper view shows salute being fired on Celebration Day at Moose Factory, Hudson Bay. The group shown below, left to right (standing): Geo. E. Watson, Dist. Accountant, James Bay; E. Rencuf, Post Mgr., Fort George; Capt. R. Redfern of Company's S.S. Inenew; (sitting) W. C. Rockham, Dist. Mgr., James Bay; L. Gaudet, Post Mgr., Moose Factory; T. Smith, H. B. Service.



Issued Every Now and Then in the Interests of Those in the Service of the Hudson's Bay Company

The Beaver

"A Journal of Progress"

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Address all all communications to Editor, "THE BEAVER," York and Main Streets, Winnipeg, Canada

Our Governor

THIS, the inaugural issue of *The Beaver*, is gratefully dedicated to Sir Robert M. Kindersley—our Governor—from whom emanated the suggestion that men and women of the Hudson's Bay Company staff should have a family magazine of their own.

This being his issue, the best photograph of our Governor that we could obtain on this side has been selected to dignify our first cover.

A little while ago our Governor "captured Canada." He came over for only two brief months; but during that time impressed himself upon everyone "in service" as a man after their own hearts. Citizens over here thought they knew our Governor's high attainments in the old land, but they could not know his charm and his command until he stood up before them in Canadian cities and spoke; with his keen analysis of conditions here, his "world-banker's" grasp of imperial problems, his high ambitions for the great Company whose modern destiny he guides, our Governor captured Canada's regard.

Worthy successor to a distinguished line of Governors, KINDERSLEY filled to the full even the ideals which our Indians hold regarding the fit personage of the Company's chief.

Servants of the Company heard with astonishment from our Governor's own lips that he was not to the manor born, BUT A SELF-MADE MAN, having put his foot upon the first rung of the ladder of success in an English shipping house.

But of all the qualities that won respect in Canada for Our Governor, that which sticks most tenaciously in the memory of all was the charm of his simplicity, directness and eloquence.

We believe we can speak authoritatively, at least for everyone under the H.B.C. flag, and perhaps for the people of Canada at large, when we say that Sir Robert, his gentle wife and fine children, cannot come again too soon to our shores.

We Make Our Bow

THE BEAVER, with this issue, endeavors to enter the field as a full-fledged institutional magazine or newspaper of the Hudson's Bay Company Service.

Whether it measures up to this lusty ambition is not for *The Beaver* to say, but for you, our readers, to judge.

Thumbs up or thumbs down, *The Beaver* craves your indulgence—to remember that it has not yet found its legs, the first issue being largely an introduction.

This paper is "of, for and by" those who serve the Hudson's Bay Company.

So, why hesitate? Sit down and write the publication office at Winnipeg *what you would do if you were editor of The Beaver*. Have we erred in this, our first attempt to fairly interpret your ideal of a Hudson's Bay Company family journal?

If you can inspire us to make a better *Beaver*, give us your thought. Do it now. This is a "journal of progress" in every sense.

Service—Our Aim

GOVERNOR Kindersley said: "The highest prosperity of the Company is and must continue to be bound up with the welfare of Canada, and it is no exaggeration to say that the future of the Company depends upon the Service it renders to the country it has helped to make."

The Company was founded on and fostered by chartered rights—in its earliest beginnings. Almost from the first, however, it has had to justify its existence—through Service. Jealous combinations often sought to over-

throw it. Competitors from other nations warred against it.

Charters were given to many companies in those old days. Charters were taken away. None but H.B.C. earned the right to keep theirs—through Service. Today, in Canada, the Company that kept its charter through 200 years of fierce vicissitudes—by doing great work—is on a footing of everyday competition with many business corporations which, though less storied, possess a modern purpose TO SERVE.

Canadian people will remember the Company's glorious past; but they will be justified in judging us for the present and future on the same basis as other enterprises—the ability to serve well.

Let us accept classification in a new day by this gauge and through every department and every employee give Service that will maintain the high standing of days gone by.

A Veteran Rewarded

A MAN schooled amid the rigors of the far fur country has happily been chosen to captain the Company's fur trade organization. Perhaps no appointment made in recent years has been received with more widespread approval and satisfaction among the Company's people than that of Mr. Angus Brabant to the fur trade commissionership. Mr. Brabant is in the advantageous position of not being required to ask his men to do *anything* he has not himself done, somewhere, sometime, during his long service at H.B.C. posts in the interior. *The Beaver* purposes telling its readers next month something of the intimate side of the upward climb made by this red-blooded, two-fisted, broad-gauged man who now sits as Commissioner of Fur Trade. It will be a story that our readers will not want to miss.

All Eyes on Edmonton

MUCH attention is being directed to prospective promising conditions in the Edmonton district—"Gateway of the Last Northwest." Two great companies have recently acted almost simultaneously in a way which bespeaks their confidence for Edmonton's future. The Canadian Pacific Railway has taken over operation of the Edmonton, Dunvegan & British Columbia Railway and the Hudson's Bay Company has inaugurated an extensive building programme in connection with its "housing scheme" for Edmonton. This coincidence, taken in connection with the district's excellent 1920 crops, should cause Edmontonians to vision a glimpse of the city's coming greatness.

Mr. Burbidge Back at Post

AFTER a serious indisposition, covering four months, Mr. Herbert E. Burbidge, Stores Commissioner, has returned to Vancouver from Victoria, where he had been recuperating. We hear that Mr. Burbidge has greatly benefited by the enforced rest and is entering into business with his accustomed vigor and zest. Next issue, *The Beaver* hopes to give its readers a full account of the Commissioner's successful business career in the form of an authorized interview.

Experience: The Leveller

IN "wild west" days, a great leveller was the "six-shooter." It made the "runt" or the "greenhorn" equal to the big bad man. In modern business, there is but one leveller of men and companies. It is experience. Vast capital, "genius," luck, trickiness, do not count—in the end. The man or the business with the greatest amount of genuine experience wins out—if that experience is put to good use. H.B.C. has had 250 years of mercantile experience, vastly more than any other Company on earth. Centuries of experience in trade have taught us many things which others, younger, have yet to learn. Let us remember that our experience places upon us the incumbency of continued leadership in the things we have been doing longer than other organizations. Adopt the slogan, "H.B.C. leads—others may follow."

Help Wanted—Already

This Journal lacks two features for want of talent which, though yet undiscovered, we know exists among the Company's people. We need a Poet's Corner and a Humorous Compartment. Will any who have hitherto hid their poets' or humorists' luminaries under a bushel let the editor know if they can fill this abhorred vacuum for succeeding numbers.

Courage and Persistence Won Success for Fletcher Sparling

How Winnipeg Store Manager, Once Farm Boy, Trained Himself to Be Master Merchandiser

By E. U. PUGSLEY, *Associate Editor*

SOMETHING in the keen, frank eye of Fletcher Sparling gives the interviewer an instant impression of absolute fearless honesty and integrity. One feels subconsciously that here is a man who has won every step of his advancement by embattled ideals—living his ideals every day, in the office as well as at home.

FLETCHER SPARLING, ESQ.
General Manager, Winnipeg Retail

Believes in Principle

I asked Mr. Sparling what he regarded as the most important personal factor in the success of H.B.C. employees. Without hesitation, he replied, "Clean manhood and womanhood is the first essential to all success." You see, I was right. Mr. Sparling thinks in principles. All else is subordinate with him, to the great underlying principle. He would rather be right than be governor of the Company.

A Farm Boy Till Sixteen

Mr. Sparling was born on his father's farm in Grey country, Ontario. At the age of sixteen he went into the store of Robert Simpson, Toronto, leaving there in 1893 for Boston, to take a position with the R. H. White Company. The "Call of the West" made a strong appeal to young men in those days, and after a time, in common with countless others, Mr. Sparling went West to "grow up with the country." He obtained eighteen years' valuable experience in the United States as salesman, department buyer, merchandise manager and merchant.

He Resolved to Win Promotion

The story is told that when Mr. Sparling was a salesman behind the counter in a Montana general store he decided he had been a clerk long enough and decided to become a buyer. The general manager, to whom Mr. Sparling broached his decision to go a "step higher," took him upon a tour of the store, stopping in various departments and asking Mr. Sparling the cost prices of merchandise selected at random—source of supply, profit, selling basis and other things a buyer ought to know. Mr. Sparling found he was not quite sure enough of himself on numerous points, so he said nothing, but determined to study and prepare himself to become a buyer. After several months of hard work, observation and burning of much "midnight oil," Mr. Sparling went again to the "G.M." and said he thought he was ready to be a buyer.

Second Attempt a Failure

The same process was repeated. Another round of the departments, with pointed questions from the keen merchandiser who employed him, convinced Mr. Sparling that he was not yet ready for the coveted privilege of buying goods.

Back to his studies he went, this time with a grim purpose to learn all the fine points and principles of purchasing. More books were bought. Overtime was spent in various departments of the store, analyzing merchandise and

learning the relation of buying to sales and of purchases to capital invested.

Stick-to-it-iveness Wins

Six months later Mr. Sparling took another walk with the "G.M." This time he did not falter. He knew the answer every time. He didn't hesitate or qualify. His employer told him he had won—through persistance and ambition. Shortly afterwards Mr. Sparling went to New York on his first buying trip.

In 1911, when Mr. D. Lorne McGibbon and his associates took over the Rae business at Montreal and reorganized it into Goodwin's Limited (a three-million dollar store), Mr. Sparling was selected for the important position of store manager. Three years later, the wisdom of the directors' choice was well confirmed. The entire business had been systematized, rebuilt in two languages, and about one and a half millions volume added to the annual sales, the store meanwhile showing very satisfactory net profit returns.

Entered H.B.C. Service in 1915

Mr. Sparling entered the service of the Hudson's Bay Company as general manager at Winnipeg, on May 2nd, 1915. Five years ago few believed much business could be done in the Winnipeg store in its present location. The problems facing it, more or less peculiar to the store, were many and varied and offered a test of courage and merchandising ability unusually severe. Business today, being more active and healthy than at any time in the store's history, tells of an effort that could easily be underestimated. The courage and confidence required to succeed, under the circumstances, are of a quality such as described by Sir Robert Kindersley—being the true measurement of leadership in business life.

His Organization Backs Him

At Winnipeg Mr. Sparling has built up an organization whose members give the management splendid support and genuine co-operation in a constant effort to offset adverse conditions with superior service and an uncompromising merchandising policy.

He believes that no store can be greater than the average member of its organization and that the richest field for development in retailing is the human element.

Operates on Service Basis

Mr. Sparling, with his characteristic vision of the principles underlying merchandising, believes that a store's success is measured by the service and satisfaction it renders the consuming public, and he has unlimited confidence in the Company's future and the career it offers to its employees.

The FORUM

This Column is the "Open Forum" wherein anyone who serves the Company is privileged to "arise and speak" on worthwhile subjects which concern the welfare or efficiency of employees. Do not hesitate to send the Editor your suggestions. All good thoughts that might help others in their work or the Company will be published here.

Inexpensive Luncheons

It occurs to some in the Land Department that if a luncheon at 30c. to 40c. could be provided in the Company's buildings for members of the Land Department, fur trade and store staffs, a good purpose would be served. With the zero weather just ahead, the ladies especially of this department find no suitable accommodations for luncheon at a reasonable price short of home. It is said that the practice of Winnipeg banks in regard to furnishing luncheon facilities for employees has proved profitable from the standpoint of time saved and general efficiency.—*B.E., Winnipeg (Land Dept.)*

In Service—"Mark of Honor"

The term "in service" was long applied to those employed by the Company. Older employees even to this day speak of having been "in service" for a certain period of years. The origin of the expression can readily be understood when it is recalled that to be employed by the Company during the days of the widest exercise of their chartered rights was comparable to being "in the service" of a national army or a government. Many of us are still proud to consider ourselves "in service." Why not lend lasting life to this old distinction and give each employee a standard of pride to live up to? Let him wear this small mark of esteem for his Company on his lapel, in the form of a neat, dignified button or pin with the words, "In Service, H.B.C." These might be furnished by the Company and I believe everyone would wear the token gladly.

—*J.B., Winnipeg.*

Into the Arctic Three Thousand Miles by Canoe Without Indian Guides

With the Governor's Son, Roughing It From Athabasca to the Yukon and Back

AN AUTHORIZED INTERVIEW WITH MR. HUGH KINDERSLEY

EXPERIENCING all the hardships of the old-time *voyageur* in Canada's hinterland, Mr. Hugh Kindersley, son of the Company's Governor, this year laid aside the raiment of urban civilization and paddled, tracked, camped, and cooked for three months in the Arctic.

Capt. O'Kelly Led the Way

Accompanied by Captain T. P. O'Kelly, of the Company's fur trade staff, Kindersley, Jr. made his way in an 18-feet canoe, without Indian guides, from Edmonton to Fort Yukon, via Athabasca River, Athabasca Lake, Great Slave Lake, MacKenzie River and up Rat River to the summit of the Rockies, thence down the Little Bell and Bell Rivers, down the Porcupine and the Yukon to Fort Yukon. The return journey was made by steamer up the Yukon, past Dawson and White Horse, through the famous Klondike land, to Skagway, Alaska and south by steamer to Vancouver. The remarkable journey was made without untoward incident or serious accident of any kind. Mr. Kindersley attributes the success of the expedition to the familiarity of Captain O'Kelly with the routes and modes of travel, an expertness gained through many years' experience with the Company's transport in this part of the country.

Mr. Kindersley Portaging on Athabasca

Enlarged His Chest Dimension

"I enjoyed every minute of it," said Mr. Kindersley, who added two inches of girth to his already expansive chest during the rigorous voyage.

"Strange to say, my clothes are all too small, and I'm afraid I shall have to see a tailor at once," said Mr. Kindersley, who is 21, and has the physique of a powerful man of 30.

"But you want details of the trip! I'm afraid I could not remember them all." Here he produced from his pocket his diary of the journey, wherein dates and incidents were noted as accurately and carefully as facts in a mariner's log-book.

With the fresh enthusiasm of adventurous youth, Mr. Kindersley then touched upon the outstanding features of his first exploration of the silent places of our Northland.

His Story of the Adventure

"We left Athabasca Landing June 2nd in a canoe with suitable camping outfit—Hudson's Bay Inspector's standard. I may say here that we embarked with a small tent, which was never used and came back quite new. The heavens were our canopy—too fair to shut off with tents. At first the trip through 100 miles of recurring rapids on the Athabasca seemed a dangerous undertaking, but Captain O'Kelly's handling of the bark soon made it seem an everyday affair.

Mr. Kindersley at the Police House, Fort McPherson, July 17th

While shooting the rapids we saw seven moose and five bear, but made no attempt to take game. When stopping for the night we did all camp work ourselves, having no person to assist. Being on Company's business, we touched at the H.B.C. posts—Ft. McMurray, Ft. McKay, Chipewyan, Ft. Smith, Ft. Resolution; Providence, Simpson, Wrigley, Norman and Good Hope on the MacKenzie—at all of which we talked with the Indians. I was most impressed by the extreme loyalty of the Indians to the Company.

Indians Regard H.B.C. Like Parents

Their rather peculiar way of expressing their loyalty struck me, too. They look upon the Company as their parent, and, like small children, feel that all their worries and needs should be shouldered by H.B.C. After Ft. Good Hope, we entered the Arctic circle. An extraordinary thing to me was the midnight sun. We saw no stars from early in June until leaving the "circle" again August 7th. It was continual daytime. Passing by Arctic Red River and Ft. McPherson, we started up the Rat River towards the summit of the Rockies, pushing and pulling our canoe. This was the toughest part of the entire journey. The Rat River, a narrow torrent of rushing glacier water, drops in 60 miles as much as does the Yukon in 2000 miles.

The Toughest Bit of the Trip

The laborious passage of this 60 miles, at the slow pace of 4 or 5 miles a day, is considered the most galling Summer trip in the whole of the North. There were mosquitos literally in clouds. If one removed a gauntlet, the hand would be instantly covered, completely hidden in a swarm of the insects. Stumbling through the tundra, I lost my mosquito bar helmet. Soon my face was covered with the blood of crushed mosquitos. Up the Rat we struggled with the blazing heat of day in our faces and icy water, often thigh-deep below. Our food supplies ran low. Several packages fell overboard and were lost in the torrent. Then for seven days we travelled under toil and fatigue with only three days' rations.

"His Day to Cook"—Getting the Chuck Ready for Evening Meal

Paddled 27 Hours Without Food

When our food was lowest we saw no game whatsoever, excepting one small goose, which we fortunately bagged. The last 27 hours of the trip we paddled without a morsel of food. Thrilled we were indeed at the sight, then, of an Indian village at old Crow River, where we stepped ashore at 10.30 a.m. August 13th. A square meal at last! Never before have I eaten nine eggs for breakfast not to mention ham, bread, jam, cake, coffee and whapsing in addition and in copious quantity! Then we slept, ever so soundly, among cannisters and and cases in the back room of Oscar Schultz's store, oblivious to the racket of Indians trading next door. But the most arduous and certainly the adventurous part of our journey was over. We travelled from Fort Yukon past Dawson and White Horse to Skagway where, being unable to obtain first-class accomodation, we booked steerage passage to Vancouver on the "Princess Mary." I shall treasure this experience as one of the most interesting of a lifetime. Despite the discomforts, our health was never better. The hardships, in retrospect, are the best part of the game. I found the lure of the North in this continual battle of a man's strength and cunning against nature in her fierceness. This call of the wild is already tempting me, as it does all men, to go back and win again."

Bucking the Ice-Floes in Late Summer Trip From York to Severn

Adventurous Voyage of the "Fort York" on Hudson Bay

By C. HARDING, *Post Manager, York Factory*

IT was July 30th, 1920, that the good ship "Fort York," of the Hudson's Bay Company, commenced its voyage for Severn post, southern shores of Hudson's Bay, with supplies for that post, Weenusk and Trout Lake. Leaving York Factory (at the mouth of the Hayes River) on the high ebb tide at 9 a.m. with fifteen souls aboard, as follows: Officers of the boat, Captain Jackson, Chief Engineer Chinn, Pilot George Spence, Second Engineer Absalom, and five deck hands. Passengers: Messrs. Harding and Bland, Mrs. Harding, one Indian, one Indian woman and child, the latter being the wife of the late murdered *Wastesticoot*.

Down Hayes River to the Bay

We worked down the intricate channel on the Hayes River over the five-mile bar in two fathoms of water at high tide. We soon left the beacon on Marsh Point behind. This famous landmark, eighty feet high of steel frames, was erected at the expense of the Hudson's Bay Company. The shores of Hudson Bay are low and soon disappeared. A fine breeze sprang up from the North-west. We set all sail and sped along merrily, expecting to make a quick voyage and a speedy return home; but alas, such was not to be the case. Thirty-five miles out we saw the ice floes lying across our course. Turning inshore, we avoided the ice-fields and shortly afterwards sighted Cape Tatnam, fifty miles out from York, lying off the starboard bow at 7 p.m. The visibility was now bad, and the horizon showed signs of ice blink. We prepared for the worst, though hoping for the best. At dark we ran into scattered ice and going on a slow bell, we continued working through the ice towards the land.

Exhaust Pipe Catches Fire

About midnight, in ice and darkness, the exhaust pipe caught fire, throwing a cloud of sparks all over the boat. This trouble was soon overcome, however, but not being able to proceed any further, as the ice was grounded inshore to some distance, we anchored in two fathoms of water in calm weather and awaited daylight.

The Hudson's Bay Company's Ship "Fort York"

The Log of Our Voyage

July 31st.—The sun rose in all his glory and our surroundings were far from being comfortable. As far as the eye could reach was ice, ice, ice, and our passage was blocked. This place was named the "Devil's Kitchen." We were in the vicinity of Kaskatamagan River, 100 miles from York. The incoming tide was bringing in the ice, so Captain Jackson decided to run back, and after three hours' steaming we were in open water again. The ship was now put about to northward, in hope of finding a passage in that direction, outside the icefields; but, in this we were disappointed, as the main icefields lay in that direction. So we turned back and anchored at sundown, six miles off shore, in five fathoms, with the ice-fields in sight to the northward.

Through a Stormy Night

August 1st.—This morning broke clear, with light westerly wind, with the ice scattered and further off shore. The captain got in his mud-hook, and we proceed on our course. But the "Devil's Kitchen" barred our way again. This point was now called Cape

Disappointment. As this would be a dangerous place to be caught in a gale off sea, the captain steamed back and anchored off Cape Tatnam at dusk. The night was dark with thunder and lightning. Towards morning the wind freshened up off shore which was favorable. I kept the midnight watch, which allowed the skipper a few hours' rest.

Cornered by the Ice Fields

August 2nd.—At sunrise I awoke the skipper and we proceeded back, with some hopes of success. After five hours' steaming, we found the ice still inshore, and at the Devil's Kitchen there was no change in the ice conditions. We now ran back out of the ice and anchored, and a council was held. It was decided that Mr. Bland, manager of Severn Post, and one Indian would proceed to Severn in a small launch we had on board, with the news of our delay and also that I could get in touch with the managers of Weenusk and Trout Lake posts. I instructed the manager to hold the transports until the 13th inst., when another attempt would be made to get their supplies to them. This is the date of the next high tide, when this river can be negotiated. After luncheon Mr. Bland proceeded on his lonesome journey while we proceeded in the opposite direction, and arriving off Cape Tatnam dropped anchor in seven fathoms. We delayed yet another night in hope that some change might occur, and we would be on the spot to take advantage of it.

We Ride Out a Gale at Sea

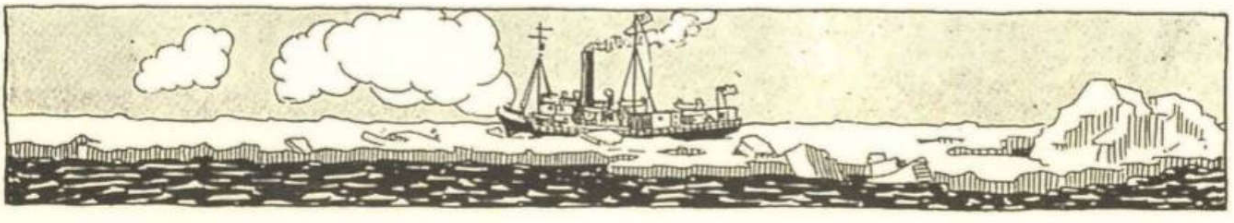
August 3rd.—This morning was cold with a falling barometer. The wind switched into the north and freshening. It behooved us now to get a place of shelter as quickly as possible, so a course was laid for York Factory. Heavy fogs all day, and towards evening it was blowing a gale with no visibility. As we approached the mouth of the Hayes River the ground swells were such that, owing to the shoal waters, we were unable to come to an anchor. The ship pitched and tossed fiercely and all hands were feeling the effects of this rough passage. The night was dark and foggy and our nearness to the land was known by the lead line and the depth of water. Captain Jackson headed the boat northwest in order to fight the gale out in deep water.

We Scrape an Iceberg

About nine o'clock we sighted fields of ice coming down on us with tide and storm at the rate of three miles an hour. It was now very dark, and after manoeuvering backwards and forwards, avoiding the floes, we ran due west and came to an anchorage in five fathoms at midnight. We went down into the cabin to warm up and were congratulating each other on having reached a haven of safety when the boat quivered from a terrible shock. We rushed upon deck and saw an iceberg scraping along the ship's side. We were able to touch the ice standing on the main deck. This cake was 100 yards long and 40 feet thick. We saw the whole ice-pack coming down on us. We hove up the anchor and started to run into the darkness. How we prayed for daylight. We kept nearer towards the beach and anchored again. The tide now turned and we were safe from the ice.

Safely Home at York Again

August 4th.—The daylight came at last. The ice was all around us to seaward and grounded on the shore. We now knew our position and had anchored seven miles off Bear Creek, north of the Nelson shoals. We were now able to pick our way, and taking advantage of the flood tide, arrived at York Factory at 2 o'clock in the afternoon.



WINNIPEG

NEWS and Views of Happenings at the Company's Establishments in Winnipeg, Man.

NOTE—Contributors kindly send all reports for this department to Associate Editors: E. U. Pugsley, H.B.C. Retail; A. P. Evans, Wholesale Depot; W. M. Conn, Fur Trade Dept.; B. A. Everett, Land Dept.; S. R. Ramsay, Executive Dept., Winnipeg.

Retail Store Notes

ANNUAL PICNIC.—Saturday, August 14th, at Keenora Park, on Red River, eight miles below Winnipeg. Weather exceedingly warm, with brilliant sunshine. First, a refreshing hour's sail down the river to the scene of the merrymaking. A bean-guessing contest added interest to the voyage. "The ship was ours"—for the day.

At the park everyone was a youngster again. Shop talk, business worries—even convention itself—had been largely heaved overboard en route. Fun, fun, fun. Sports were the thing. Men's hat-trimming contest was worth a laugh every second. Many still laughing. Men vs. ladies at baseball. How near can the sublime impinge upon the ridiculous! "Babe" Ruth's record still safe. Who won? Ladies, of course—crushing defeat for the male aggregation. Who says woman's place is in the home? The food furnished at this frolic was a great success. It always is—at our picnics. Box luncheons, with the utmost assortment, passed to the famished ones. The competitions resulted:

100-Yard Race—1, Miss A. Saunders; 2, Miss A. Onhauser.

Men's 100-Yard Race.—1, A. Mitchell; 2, J. Scott.

Soap Race.—1, Miss A. Onhauser; 2, Miss Davidson.

Three-legged Race.—Miss Booth and Mr. Temple.

Sack Race.—1, Mr. McLeod; 2, Mr. A. Mitchell.

Boot and Shoe Race.—1, Miss Davidson; 2, Miss Burstow.

Throwing the Ball.—Miss Carter.

Millinery Trimming Contest.—Mr. Halford and Mr. Hughes.

Bean Guessing Contest.—Mr. D. Coulter.

OUR DISPLAY MAN HONORED.—Gerald R. MacGregor was elected third Vice-President of the International Association of Display at their recent convention in Detroit.

Mr. MacGregor, who has been the Company's Display Manager for many years, deliverd an address before the convention, dealing with principles of merchandise display. His contribution to the convention was the subject of articles in a number of the leading trade journals, including *The Merchants' Record* and *Women's Wear*.

CURLERS AWAIT ZERO.—While their fellows-in-service at Vancouver, Victoria and other tropical points may shudder at the thought, more than 50 members of this Store's Curling Association yearn for the coming of "40 below"—the frosty, bracing, "zippy" weather that paints the bloom of youth upon the cheek; the piping, tingling cold that freezes rinks as keen as glass and makes men sweep mightily.

For didn't this redoubtable band of curlers crushingly defeat Robinson & Company's teams last winter and thereby return the compliment of the year previous when Robinson's (hush!) did as much for them?

The big inter-store play-offs are preceded by a series among themselves, and the season is wound up with a real old-fashion banquet which comes mighty close to being a sensation in Winnipeg sporting circles.

Here's wishing "more power to your elbows!—may your sweeping never grow less!"

ORATORS' "TRAINING CAMP."—Four and twenty student orators in the store, all ambitious to become "spell-binders" in a business way look forward

hopefully to the time when the Olympic Games Committee will admit speech-makers to the Olympiad events. We have talent here—and training more! The silver-tongued persuader ever was more mighty than the brawny brute. This is how our "masters of speech" got their inspiration. Two years ago, at a social gathering of buyers and managers, some were called to get upon their feet and TALK. Consternation reigned. Tongues clove. Legs felt shaky. Scarcely one equal to the occasion. Soon afterwards, Mr. W. R. Ogston whispered among these self-same buyers and managers that it might be a good plan to turn to it as a body and learn how to "speech-make," clearly, fearlessly, powerfully and scientifically. One class was formed. Then others. Today three separate classes under the leadership, respectively, of Mr. Ogston, Miss Bens, and Mr. Day, meet on different evenings of the week to pursue the elusive "mastery of speech."

Dinner is served in the restaurant at nominal cost immediately after the store closes. The evening is devoted to the work. In addition to the group-study each member is required to deliver a speech standing at a distance from the class. Frank, careful criticism of his or her posture, delivery, phraseology and general effectiveness, as laid down in the text book, is made by specially appointed critics. Minute attention is given to every feature of public speaking, and the capable efforts of many of those engaged in this self-educational enterprise seem to justify the certain amount of sacrifice of spare time necessary. An outstanding example, perhaps, is Mr. G. R. MacGregor, a member of Mr. Ogston's public speaking class, who for thirty minutes addressed the convention of International Association of Display Men at Detroit this summer and received the plaudits of the assembly.

KODAK KLUB.—Events flicker by so rapidly at the Winnipeg store that a Kodak Klub is forming, at the suggestion of Mr. Pugsley, to ensure a permanent photographic record of our social and athletic doings. Camera enthusiasts all over the store are signing up. A large Klub Album will preserve amateur snapshots of the staff's sports. Who knows but that ten years hence employees of a greater H.B.C. store and possessing greatly enlarged recreation facilities, may enjoy browsing back over this picture-record of earlier good times?

Already numbers of successful photos are being received. These receive first posting upon employees' announcement board, so that all may view them before filing.

Wholesale Depot

ANNUAL PICNIC, AUGUST 28th.—A very enjoyable picnic was held at Winnipeg Beach on Saturday, 28th August. All arrangements were made by the girls of the wholesale staff. Everybody had a good time. The dance hall and roller-coaster were well patronized; even the merry-go-round was not forgotten. Those who went down by road had much difficulty getting through the country, which was just then suffering from bush fires, but eventually all arrived at the Beach looking none the worse for their scorching experience. Refreshments were provided by the staff.

STAFF WEDDING.—Miss E. Hemmonway, one of the most popular members of the wholesale staff, left us in August and was married the 14th of September. Mr. Jack McKenzie, of Glen Leslie, in the Peace River district, is the fortunate young man. The very best of everything is wished for both of them by their friends in the wholesale.

MORE OFFICE SPACE.—Extensive alterations are now in progress in connection with the offices at the wholesale depot. The changes will give us much additional space which has long been needed owing to the rapid growth of the business.

MR. THOMAS ROSS ILL. — The genial manager of the Dry Goods Department is just recovering from confinement to bed for several weeks, during which time he suffered with a general breakdown. Latest reports are that Mr. Ross has regained his health to such an extent that he is like his old self again.

QUOITS GAME.—The dinner hour practice games of quoits augur well for the wholesale depot's lifting the prize when the competition games are played.

Fur Trade Department

THE DEATH occurred recently at St. John's, Newfoundland, of Mrs. Parsons and child. The child died on July 15th, the mother died a few days later, on the 20th. Mr. Parsons, husband of the deceased, is in charge of combined Labrador and Hudson Straits districts.

J. H. A. WILMOT, accountant for Lake Superior district at Fort William, is the proud father of a daughter born August 14th.

W. G. PHILLIPS, post manager of Fort Bacon, Western Arctic district, arrived in Winnipeg September 1st, and is proceeding to England and Ireland on furlough. This is Mr.Phillips first trip out since 1907. Fort Bacon is the most inaccessible post of the Company, being located in the Arctic ocean, west of the mouth of the MacKenzie River. Its remote location may be judged by of Mr. Phillips' statement that the news of the armistice of November 11, 1918, did not reach him at Fort Bacon until September 3rd, 1919.

Land Department

MR. J. W. ARNOTT, Nine Years' Accountant, Resigns—After a service of ten years in the Land Department, J. W. Arnott, accountant, left the Company August 15th, to go to Alberta where he intends to enter the farm land business as an independent operator.

Mr. Arnott came to the Company in July, 1910, as junior bookkeeper; was promoted to be senior bookkeeper in 1911, and accountant the same year; went to Prince Albert, Sask., as the Company's land agent in charge of townsites from September, 1912, to August, 1914; returned to his duties as accountant in the Land Department at Winnipeg, where he continued until his recent resignation.

His many friends in the Company's employ, while regretting to see him leave the service, are looking forward to receipt of early reports of Mr. Arnott's success in his new field.

MR. ERNEST A. ALMOND recently joined the staff of the Land Department. Mr. Almond was employed by the Canadian Pacific Railway for four years prior to the great war. He went overseas with the 16th battalion Canadian Scottish Infantry; was wounded at the Battle of Festubert, invalided back to England and returned to Canada in 1916.

MR. CHAS. A. MILLER, who joined the staff of the Land Department in August, came to us from the Winnipeg City Dairy Company, with whom he served as bookkeeper for two and a half years.

MR. E. TREVOR WHISSON, who is a recent addition to the Land Department staff, was employed by the North-British & Mercantile Insurance Company for two years prior to coming here.

MISS ETHEL JAMIESON, who served five years with the Land Department staff, has just concluded a visit of three weeks in Winnipeg looking up some of her old acquaintances and is returning to her new home in New York City.

EMPIRE BUILDERS

Earth's empty spaces call them where the mind is free to roam
And build its phantom cities near the grey wolf's distant home.

They see the prairie waving with the yet unplanted grain,
And hear the silence echoing the harvest song's refrain.

For them rocky wastes pour forth rich treasures still unmined:
They bind the mighty rivers to the service of mankind.

Their railways feed the valleys, cross the mountains, span the streams—
Till the wilderness is conquered through these empire-builders' dreams.

Anonymous.

Birds-eye View of Part of Company's New Tennis Grounds at Winnipeg

New Tennis and Quoits Courts Opened For Winnipeg Staff

Expansive Playground Opposite Fort Garry Hotel Scene of H.B.C. Athletic Association Activities

FIVE new tennis and two quoits courts located on half a square owned by the Company opposite Fort Garry hotel were formally opened to the Winnipeg staff on August 23rd. After close of business a reception and tea was held on the grounds. Mr. W. R. Ogston, of the retail, convened the players and guests. Sir Augustus Nanton, chairman of the Canadian Advisory Committee, officiated in turning the grounds over to employees, mentioning that members of the committee had decided to offer prizes, individually, to stimulate interest in a competition among players from all departments. Mr. Ogston replied on behalf of the staff, calling attention to the Company's growing appreciation of the beneficial effects of outdoor sports upon personal efficiency in business and the Company's encouragement of staff athletics. The formal opening game was played by Sir Augustus Nanton with Mr. Sparling, Manager Winnipeg Store, vs. Mr. Edward Fitz-Gerald and Mr. H. F. Harman, Land Commissioner. The score was a no-decision, the sides being tied for honors.

As we go to press an interesting tennis tournament is being played off, with entrants in ladies' singles, men's singles, ladies' doubles, men's doubles and mixed doubles. Final results will be announced later in these columns.

Assembly of Guests and Players in Attendance on Opening Day. Group of Officials at Front Center

EDMONTON

NEWS and Views of Happenings at the Company's Establishments in Edmonton, Alta.

NOTE—Contributors kindly send all reports for this department to Associate Editors: J. Prest, H.B.C. Retail; E. Yuill, Wholesale; J. R. McIntosh, Land Dept.; W. J. Maclean, District Office, Edmonton.

Retail Store Topics

A POEM ABOUT OUR PICNIC

By B. Crockett

'Mid scenes of great elation,
At the exhibition grounds,
The field day of the Hudson's Bay,
With great success was crowned.

Events were billed for half-past two,
But the crowd received a shock
When informed by Shorty Pout
They must wait till four o'clock.

The people in the grandstand
Gazed with feelings tense
While little Freddy Harker
Walked along the fence.

The backwards running race for girls
Created some alarm,
For May Megahy tumbled over,
And nearly broke her arm.

Then came the egg and spoon race,
Which finished very tight,
The eggs were imitations
But the chickens were all right.

"A walking race for ladies,"
A voice cried out aloud;
The winner was a damsel
Known as Miss McLeod.

Then came a tug-of-war
Twixt married men and single,
The married men were fittest,
And made those bachelors jingle.

Mr. Harker was a member of
The hefty winning team,
They put it o'er those single men
In a manner slick and clean.

Indoor baseball, football, cricket,
Held full sway till half-past nine,
And dancing rounded off the day,
Which all agreed was fine.

* * *

SINCERE SYMPATHY of the staff is extended to Mr. Edwards on the death of his wife, which took place on Wednesday, August 11th. The funeral service was held on Saturday, August 14th.

MR. SYDNEY POUT, manager of the clothing and men's furnishings departments, left the Company's service on August 26th and has gone to the coast to join Mrs. Pout, who has been there for some time trying to recuperate.

MR. McVICAR, of the ladies' shoe department (since the happy event) is wearing a smile these days which will not come off.

MISS WARHAM, of the white wear section, returned August 16th from Belleville, Ont., where her vacation was spent. This was Miss Warham's first trip home after an absence of eight years.

MISS PETERSON, house furnishing department, spent her holidays with her sister in Banff.

MISS L. DOVE, house furnishing department, is back again after a much-needed rest at Peace River. They say it was very peaceful there.

MISS HATTIE STEVENS, china department, spent the best two weeks of her life at Alberta Beach during her vacation, so she reports.

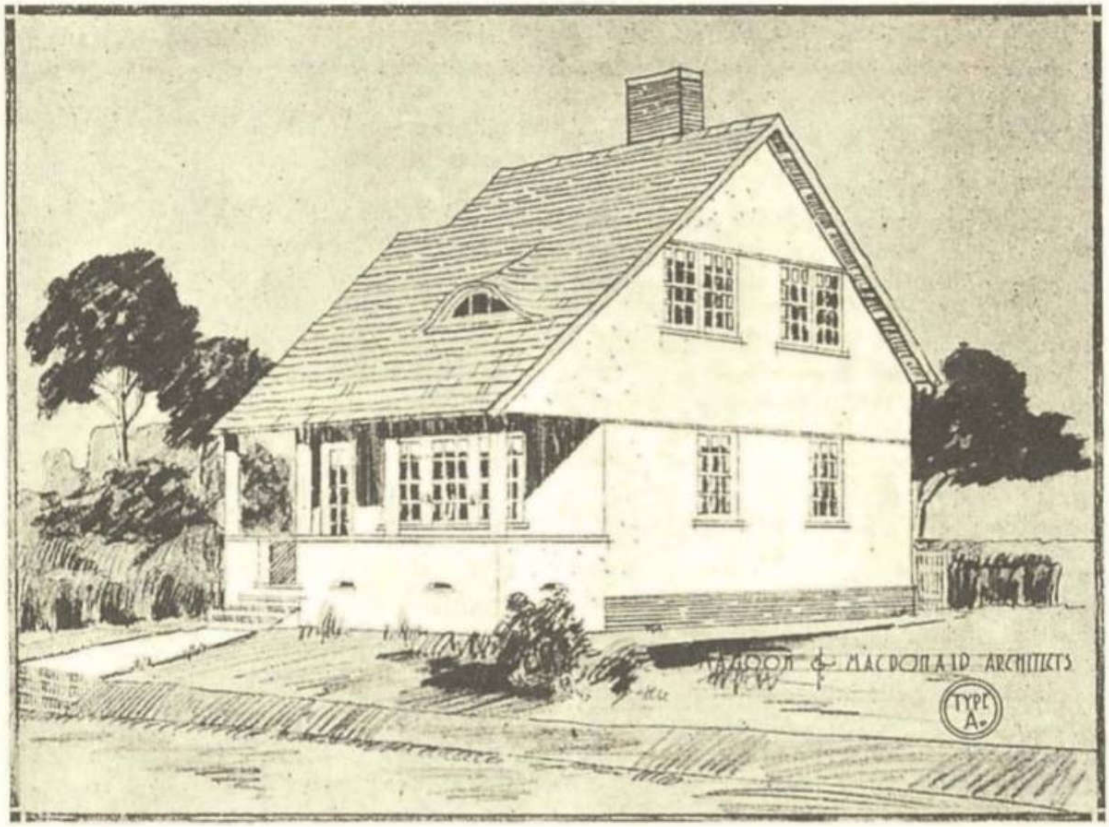
MR. T. G. ABRAMS left on August 28th for a six months' trip to his home in Leicester, England, sailing on the *Minnedosa* from Montreal. Needless to say he is taking Mrs. Abrams and his two youngsters. We all wish him godspeed and a safe return.

SUPT. McLEAN WEDS—We are pleased to announce the marriage of Mr. J. D. McLean, the popular superintendent of the Edmonton store, to

Miss C. McKenzie. The wedding ceremony took place at Calgary on September 1st.

Before leaving on a short honeymoon trip to Banff the happy couple were the recipients of a handsome Limoges dinner service from the store employees. Mr. Wallace, the accountant, made the presentation on behalf of the staff, accompanied by a very fluent eulogy of the high esteem in which Mr. McLean is held. Mr. McLean ably responded.

Edmonton Land Office News



One of Eight Attractive Types of Bungalow and Cottage Style Dwelling Houses Being Constructed by the Company on Its Edmonton Reserve to Help Solve Housing Problem.

A HOUSING SCHEME—something even governments are afraid to consider because of the abnormal conditions brought about by the war—is being developed in Edmonton by the Company.

The first eight houses are under construction in the first block south of Portage Avenue between 7th and 8th streets. They will be moderate in size and fully modern. They will not be elaborate or pretentious in respect of non-essential details, but will be built along practical lines, of good, sound material. Particular attention is being given to satisfactory heating system. The houses will be built on large-sized lots quite convenient to both high and public schools, to street railway transportation and within reasonable walking distance of the centre of the city.

Wholesale Dept.

Mr. J. G. WOOLISON spent his holidays at his home in Victoria, B.C. Mr. Woolison was transferred from the Victoria office in September, 1919. He says you have to work in this office.

Miss L. LONGMORE has returned from a two weeks' vacation in Vancouver and says Edmonton still looks good.

W. J. LAWSON, our husky warehouseman, is wearing the smile that won't come off these days. "Bill" is now the father of a brand new baby girl. These soldiers still continue to "do their bit."

Mr. J. T. MACKIE, the general manager of our store at Athabasca, was a visitor in town last week. He and his

(Continued on Page 30)

CALGARY

NEWS and Views of Happenings at the Company's Establishments in Calgary, Alberta.

NOTE—Contributors kindly send all reports for this department to Associate Editor, F. B. Reeve, H.B.C. Retail, Calgary

Retail Store Notes

A WEDDING of considerable interest to all the old members of the staff took place at the Pro-Cathedral, August 11th, when Miss Edith Hollingdale was married to Mr. W. M. Oliver, of Champion, Alberta. Miss Hollingdale, who has been a member of the staff for the past six years, will be greatly missed by all her friends in the store. On leaving the store she was presented with a case of silver.

"AND THE LITTLE Ford just rambled right along." That's what Mr. Reeve says, after returning from a successful motor trip to many of the lake resports in Northern Alberta. Mr. Reeve covered a distance of some eight hundred miles, without having any trouble with his little Ford. He is just naturally lucky.

MISS NELLIE PAMPLIN, who has been on the staff of the credit office for the past three years, has left for the coast, where she will in future reside. The many friends in the store wish her every success in her new position.

MRS. G. A. CLARKE, buyer of ladies' ready-to-wear, has just returned from the Eastern markets and reports that although goods are plentiful and of attractive designs, there is no immediate sign of reduction in prices. This is accounted for to a certain extent by the large orders received from Russia.

MR. J. M. BELFREY, H.B.M. (Hudson's Bay Medalist), returned from his vacation in the Okanagan district. He was deeply impressed with that country and thinks it is great. There's only one place he prefers to it and that's Calgary.

MISS BURROWS, of the ladies' underwear department, has returned to business again after a short but rather severe illness.

MISS MELSTRAND, of the corset department, along with Miss Burrows, had a delightful holiday early in the season, going to Prince Rupert by train and sailing to Seattle, and back by C.P.R. from Vancouver.

SGT. UPTON, of the grocery department, returned from overseas recently. He has over five years' service to his credit.

MR. PHILLIPS, late of the Merchandise office, we hear has been nominated mayor of Gadsby.

HEAP BIG CHIEF JACK PREST, of Edmonton, spent two weeks at Edmonton Beach. Many lesser chiefs called to pay their respects.

MISS PATTON is now an expert swimmer since joining the swimming club at the Y.W.C.A. Pat will give free lessons to any who wish to learn.

MR. WALSH was overheard telling this. A Scotchman who had been an enthusiastic golfer for years suddenly stopped playing. One day a friend said: "Sandy, how is it you don't play golf any more?" "Oh," said Sandy, "did ye no hear about my accident?" "What accident?" "I lost my ball."

MRS. TRUMP, late of the ladies' glove department, was married on August 11th to Mr. Davey. For the past year Mrs. Trump has been in Gordons Ltd., Victoria.

NOW THAT our transfer office is located on the main floor and "going strong," the old slogan, "Shop on a transfer" can be heard in the various sections of the house.

MESSAGE FROM THE "STORE MOTHER."—When I came into the Hudson's Bay store a few months ago, as an employee, I found it was not long before I felt, owing to the courtesy and kindness of both management and staff, that I had become a member of a large, good-natured family. One thing that made a great impression on me was the influence we each have on the others, either for good or for evil. We surely all want to advance in character every day towards the very best we can possibly be and while this largely rests with ourselves and our own efforts, we must realize too, that our influence on each other must largely tell also, more so than many of us perhaps stop to realize. How important then that our influence daily and hourly should be a helpful and uplifting one, that we should, instead of using distasteful criticism, try to build up and benefit in any way that lies within our power.

MRS. C. J. MARR
"Store Mother"

He liveth long who liveth well;
All else is being flung away;
He liveth longest who can tell
Of true things truly done each day.

Sow truth if thou the truth would'st reap,
Who sows the false shall reap the vain,
Upright and sound thy conscience keep,
From hollow words and deeds refrain.

Sow love and reap its fruitage pure,
Sow peace and reap its harvest bright,
Sow sunbeams on the rock and moor,
And reap a harvest-home of light.

C.J.M.

FRED RUSSELL has taken on the responsibility of the warehouse and is looking quite the part on Tenth Avenue West.

AFTER BEING on active service for five years, we have Tom Simpson back on the job as superintendent of deliveries. Welcome back!

MR. SHIRLEY, our new grocery manager, was transferred from the Lethbridge store, where he had held a similar position. Mr. Shirley is an old employee of the Company. He enlisted in France with the famous "Princess Pats" (P.P.C.I.) and was invalided out of the service in May, 1918, and rejoined the Company's service the same month. We congratulate him heartily on his promotion and wish him every success in the Calgary store.

Service Efficiency

By Mr. Cunningham

HINTS FOR SALESPEOPLE.—Customers first! The customer should have primary consideration in the store. All else should come next. If the salesperson is talking to someone who is not a customer and a customer comes along, stop your conversation and jump up to the customer, find out the customer's wants and do not leave until the customer's wants have been attended to. Get to know the customers' names. It's simply surprising how pleasing to most people it is to have others know them and call them by name. The salesperson places himself in a position of power at the very start by this means. The customer likes it, and usually returns to the salesman who knows him personally. It pays all salespeople to learn the names of all the customers who frequent their department.

TELEPHONE COURTESY. — All stores require to pay special attention to telephone calls. In no other part of the store's activities does courtesy pay so well, and in no other activity is the lack of it so easily noticed. One of the worst offences is that ordinary custom of answering a telephone call by saying "Hello." This is want of knowledge of modern methods. When the bell rings, the one who picks up the receiver should immediately mention the name of the store and department. The person at the other end has a chance to begin the message in an easy way. Every one who answers telephone calls should be schooled in telephone courtesy.

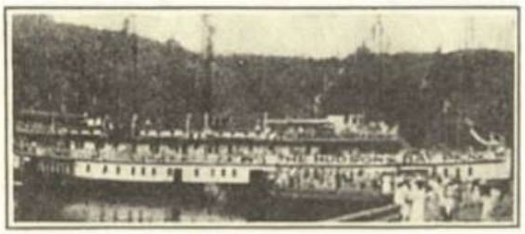
Loitering and visiting in the store should be discouraged. Salespeople should explain this to their friends, so that it may be definitely known that the store is the place where the customer really comes first.

VANCOUVER

NEWS and Views of Happenings at the Company's Establishments in Vancouver, B.C.

NOTE—Contributors kindly send all reports for this department to Associate Editor, F. S. Garner, H.B.C. Retail, Vancouver

Retail Store News



ANNUAL STAFF OUTING—Via the good ship "Bowena" to Bowen Island, Wednesday, August 4th. Sun beaming with radiant good humor.

While primarily conducted under the auspices of the Employees' Association, which has now a membership of more than 550, almost the whole staff was on hand for the outing. The party was accompanied by Mr. H. T. Lockyer, president of the association, and the honorary vice-president, Mr. J. S. Braidwood.

Music was provided by the orchestra of Mr. W. Garden, and when races or other events were not being staged, many took the opportunity to dance the light fantastic in the pavilion. The orchestra's rendering of the latest dance music was much appreciated.

Supper was enjoyed in the shade of the firs and cedars near the recreation grounds, the entire party being accommodated at one sitting.

Programme and Prize Winners

The following is the programme, in the order of the event, nature of prize, donor of prize, and the winner of the prize.

1.—Junior Girls, 50 Yards.—1, box chocolates, G. A. H. Porte, Miss Humphries; 2 sport middy, Mrs. L. McDermid, Miss L. Marshall.

2.—Junior Boys, 50 Yards.—1, sport shoes, A. J. Watson, D. Keir; 2, flashlight, L. A. Keele, C. Anderson.

3.—Thread the Needle, 25 Yards and Return.—Fingering yarn, Miss R. Smith, Miss I. Godlington; attache case, F. M. Andrews, S. Edkins.

4.—Ladies' Race, 50 Yards.—1, wrist watch, Mrs. H. T. Lockyer, Miss Ingleman; 2, perfume set, W. E. Almas, Miss Pomfret.

5.—Junior Three-legged, 50 Yards.—1, sweet grass basket, Miss A. K. Smith, Miss Humphrey; 2, necktie, D. W. Winslow, D. Keir.

6.—Men's Race, 100 Yards.—1, silver medal watch fob, Edward FitzGerald .J. McDonald; 2, Waldemar watch chain and knife, W. R. Boyle, Mr. Galbraith.

7.—Nail-driving.—1, blouse length, W. J. McLaughlin, Miss Grant; 2, box chocolates, E. L. Jardine, Miss Grenville.

8.—Sack Race, 50 Yards.—1, silver buckle belt, W. M. McLean, C. Miller; 2, framed picture, W. E. Townsend, J. McDonald.

9.—Egg and Spoon, 25 Yards.—1, silk hose, B. M. Clarke, Miss Ridley; 2, novelty beads, C. Skelly, Miss Martin.

10.—Wheelbarrow Race, 25 yards.—Brass vase, W. W. Fraser, Miss Pomfret; white duck trousers, A. E. Sparling, J. McDonald.

11.—Potato Race.—1, 5 lbs. tea, C. M. Poole, C. Miller; 2, 50 lbs. potatoes, H. B. E. A., E. Herbert.

12.—Senior Three-legged Race, 50 Yards.—1, chocolate pitcher, E. Nicholson, Miss Meaker; eversharp pencil, H. G. Andrews, C. Mills.

13.—Necktie Race, 25 Yards and Return.—Ladies' collar and tie, F. S. Garner, Miss I. Godlington; men's tie, D. Dale, J. McDonald.

14.—Tug-of-War, 6-men Team.—Cup for annual competition, H. E. Burbidge, Warehousemen; 6 cigarette cases, H. T. Lockyer, Warehousemen.

One of the Heats in 50-yard Race for Women

15.—Ladies' Race, 75 Yards.—1, silk hose, Miss J. M. Green, Miss Pomfret; 2, gloves, E. Gowan, Miss Meakin.

16.—Putting Shot.—1, box cigars, A. J. Morton, J. McDonald; 2, cigarette tube, W. F. Bishop, Mr. Laney.

17.—Running Broad Jump.—1, cigarette case, V. W. Adams, J. McDonald; 2, 10 lbs. sugar, R. George, C. Flanders.

18.—Quoits Competition.—1, box cigars, F. A. Wilson, Mr. Sutherland; 2, box cigarettes, C. L. Greer, S. Edkins.

19.—Tennis Service Competition.—1, ivory hair brush, W. H. Sharp, Miss McDonald; 2, fingering yarn, Miss R. Smith, Miss Dickinson. 1, box cigars, A. J. Morton, Mr. Bedbrook; 2, necktie, D. W. Winslow, Mr. Cook.

20.—Special, Sealed Handicap.—Dunhill's pipe, A. J. Morton, Mr. Galbraith.

* * *

TENNIS.—Ever since our tennis season opened in May the courts have been extra well supported. Wednesday afternoons the members have brought baskets with them and a very enjoyable tea has been served at 5 p.m. Below is the result of our competition held during this season:

Rudson-Douglas Redbrook-Miller	Redbrook-Miller		Timmins-Calderhead
Timmins-Calderhead Kitley-Clarke	Timmins-Calderhead		
Jardine-Rose. Dudley-Garden.	Dudley-Garden	Dudley-Garden.	
Winslow-Keele.	Winslow-Keele.		Andrews-Elcock.
Andrews-Elcock. Falkner-Watson.	Andrews-Elcock.	Andrews-Elcock.	

Men's Singles

A splendid game was played by Keele and Douglas. The first score was 13-11 for Douglas. Garden and Clarke were in good form and put up an extra good fight, luck going to Garden. Below are the results to date:

Andrews Rudstone	Andrews	Clarke	Garden
Anderson Clarke	Clarke		
Garden Calderhead	Garden	Garden	
Watson Winslow	Watson		
Timmins Falkner	Timmins	Timmins	Timmins
Miller Jardine	Miller		
Adams McNab	McNab	McNab	
Dudley Hood	Dudley	Dudley	
Goldie Bedbrook	Bedbrook		
Kitley, Elcock Keele, Douglas	Elcock Douglas	Elcock	Elcock

Ladies' Singles

We have a large turn-out of ladies this year, and it makes it more encouraging for next season, when we would like to have a mixed doubles tournament. Results of ladies' singles below:

Miss Butcher Miss Engleman	Miss Engleman	
Miss Ridley Miss Alexander	Miss Ridley	
Miss McDonald Miss Fairhurst	Miss McDonald	Miss McDonald
Mrs. Basson Mrs. Metcalfe	Mrs. Metcalfe	
Mrs. Clarbrough Mrs. Morrison	Mrs. Morrison	

* * *

MR. S. D. WILSON, Shoe Buyer, has recently returned from Montreal, where he has been attending the second annual convention and shoe and leather fair of the National Shoe Retailers' Association of Canada.

A very interesting feature of the convention was a window display competition held by the shoe retailers in Montreal. Mr. Wilson had the honor of being chosen one of the judges in the competition.

Mr. Wilson also visited the shoe fairs held in Philadelphia and Boston, and in his opinion the Canadian fair compared very favorably with those put on by our friends in the American cities.

* * *

AGAIN IN SERVICE.—"The call of the north" may have had something to do with the decision of Mr. John H. Richdale, who has occupied various important positions in the service of the Company in years past, to return from the south; be that as it may, Mr. Richdale, who has more recently been manager of Messrs. Goldberg, Bowen & Company, grocers, of San Francisco, has taken the position of manager of the grocery department here, succeeding the late Mr. Jackson, and finds himself very glad to be back again on Canadian soil.

* * *

BROCHURES.—As an aftermath of the pageant comes the distribution of the Company's Brochures as a pleasant souvenir. These have been distributed at the Vancouver branch and have met in every instance with a delightful reception.

General Court of "The Adventurers" Meets at London

¶ We Quote Below a Few Excerpts From the Official Report of Stockholders' Meeting of July 30th, Giving Some of the Governor's Views on His Canadian Trip

A GENERAL Court of the Governor and Company of Adventurers of England Trading into Hudson's Bay was held at the City Terminus Hotel, Cannon Street, E.C., on Friday, the 30th day of July, 1920, Sir Robert M. Kindersley, G.B.E. (the Governor), presiding.

The Secretary (Mr. F. C. Ingrams) read the notice convening the meeting and the auditors, report.

The Governor said: Ladies and gentlemen, as the report has been in your hands for some time, I presume you will be good enough to take it as read (Cries of "Agreed"). I am afraid I must again apologise for the late date of our meeting, but, as this is due to my absence in Canada attending to the Company's affairs and to the celebrations in commemoration of the 250th Anniversary of the incorporation of the Company, I claim your indulgence.

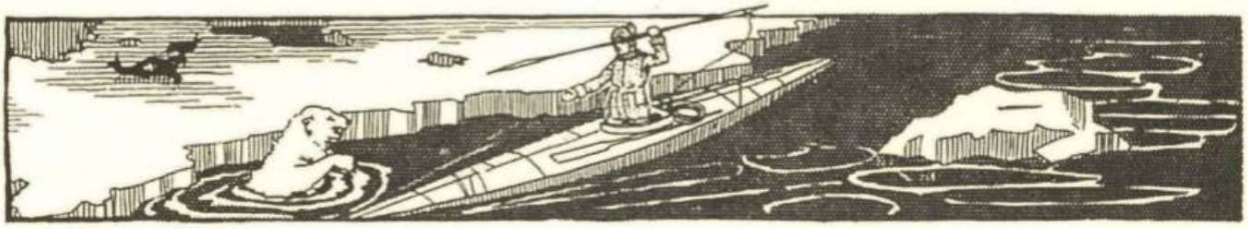
. . . . . .

Your directors have been impressed with the urgent need for providing an adequate scale of pensions for the fur trade staff. The necessity for such a step has been before successive boards for many years, but has never been satisfactorily dealt with, the question of whether an employee was to receive a pension or not, and the amount of it, being entirely at the pleasure of the board. The result was almost invariably unsatisfactory, both to the retiring members of the staff and your directors. The amount may at first sight appear a large one, but I would ask you to remember that the men generally join us when quite young; they go into the wilds far from civilization, and their surroundings and employment are often such as to unfit them for other occupations. We feel, therefore, that it is incumbent upon us to ensure as far as we reasonably can, that the conditions of our service are such that these men, when they devote the greater part of their lives and energies to making profits for your company, while cut off from most things that you and I hold dear in life, are properly provided for in their old age.

We have to remember that the general conditions of employment have changed very materially during the last few years and if we wish to continue to attract to our service men of the same high character and integrity as in the past, we must make the terms of service in the Company reasonably attractive, and I wish to say quite frankly that I do not consider that, until comparatively recently, our treatment of these men has been sufficiently generous. I hope, therefore, that you will unanimously approve of our action.

. . . . . .

I visited each of our eleven stores in Canada, and I consider that they reflect great credit on our staff. I would like to refer more fully to them, but time forbids. The business of the French Government still continues, but we anticipate that, if the promise of the good crop in France materialises before we meet you again, this department of our business will have practically come to and end . . . With regard to our 250th Anniversary and our celebrations in Canada, these, as you know, have necessitated my absence from this country for over three months. I am glad to be able to tell you that everywhere celebrations proved to be a complete success; and the public took the keenest interest in them. In fact, in all the large cities of the West they ceased to be a domestic affair of the Company and became semi-national in character. I visited each one of our eleven stores and met the staff at each point; and I am glad to be able to state that I was immensely impressed by the quality of our employees in Canada, who, as you are probably aware, now number several thousands; and I believe that in no time in the Company's history was the organization more efficient than it is to-day, or more capable of tackling the many problems that present themselves. The celebrations certainly served to cement the good feeling between our staff and the directors, and to strengthen the good will for our Company which exists among hundreds and thousands of persons throughout Canada to-day.



Twenty-Five Years With Lockyer at H.B.C. Vancouver Store

The Story of a Man Who Rose From Accountant to General Manager via The Hard Work Road

By F. S. GARNER, *Associate Editor*

OF the many conspicuous examples of success won in the Company's service by constant application at one place none is more outstanding than that of H. T. Lockyer, genial general manager of the Company's retail establishment at Vancouver.

From Accountant to Store's Head

In 25 years Mr. Lockyer has risen from accountant to his present high position. When he joined the staff in August, 1893, the Company's headquarters was housed in a tiny frame structure on Cordova Street. Since then he has not merely "seen" the business grow. If he had only "*watched* the procession," Mr. Lockyer might still be accountant. But he didn't. The traits of a real executive early began to disclose themselves. Mr. Lockyer was stirred by a restless ambition to help *make* things grow.

1896 saw Mr. Lockyer placed in charge of the Vancouver business, when Mr. Jas. Thomson, until then manager, was transferred to the Victoria establishment.

Declined Assistant Commissionership

One of Mr. Lockyer's first steps was to establish an extensive wholesale branch of the Company at Vancouver, in addition to the retail business, which was constantly expanding. In August, 1910, Mr. Lockyer was tendered the appointment of Assistant Stores Commissioner by the board at London, to have headquarters at Winnipeg. Not willing, however, to leave the scene of his earlier labors on the Pacific coast, Mr. Lockyer declined; whereupon he was re-established in his former position as manager at Vancouver, with additional responsibilities as superintendent of all British Columbia branches.

H. T. LOCKYER, ESQ.
General Manager, Vancouver Retail

Became Retail General Manager

This dual position he held until January, 1915, by which date the rapid expansion of the Vancouver retail business of the Company obliged him to devote the greater part of his time to the home branch. When the large modern store of the Company was opened to the public in early Spring, 1916, Mr. Lockyer confined his activities to this great retail establishment as general manager.

Still Wears His Genial Smile

Through 25 years of helping to strengthen the Company's retail position on the Pacific Coast, Mr. Lockyer has created an asset for himself and for H.B.C. in the loyalty and high regard which the entire staff have for him. Years of close application to business have not cramped his nature nor dulled the spontaneity of his smile. With the staff on "play days" the general manager is "one of us," and his interested participation always makes these occasions the more enjoyable for all.

Mr. Lockyer Could "Grow With Business"

For a quarter of a century Mr. Lockyer has exercised one of the most important qualities of success—*the capacity to grow more rapidly than the business.* He was not too big a man for a little business, when the H.B.C. store was in its "swaddling clothes." Yet throughout the rapid expansion of the business, from frontier general store to the magnificent departmental store of to-day, Mr. Lockyer has "kept the pace." *When the time came he was big enough to discharge the greatest responsibilities.* His success came through devoting whole-hearted duty to the Company's interests, sticking to one place and adapting himself to rapidly shifting conditions of community growth.

A Typical British Merchant

Mr. Lockyer was born in Greenhithe, England. He is a typical Kentish man and a Briton to the core. Educated at Stone public school, in England, he came to Canada in 1893, going directly to the Pacific coast, where he has since been closely associated with development of the city and province as well as with the Company's affairs there.

NEWS OF EDMONTON ESTABLISHMENTS

(Continued from Page 23)

wife had to bring one of the children to the hospital for an operation. We are glad to report the little fellow is getting along well.

District Office Fur Trade News

THE COMPANY'S DISTRICTS of McKenzie River and Athabasca were amalgamated the past year and are now under the head "Mackenzie-Athabasca District."

STEAMER "McKENZIE RIVER" made a very successful trip down to the northern posts last summer, and brought up the furs. She had a full complement of passengers and was crowded both ways up and down the river, but more so on the up trip, as there were a number of tourists and also oil men connected with the Imperial Oil Company.

THERE WAS VERY LITTLE HARDSHIP among natives the past Winter. Owing to so much cash being in circulation, the Indians were able to buy all they wanted, but most of the firms were completely sold out in Spring of all kinds of goods and were anxiously looking forward to the new supplies coming. It will be late before the different trading companies finish up their transport this year, owing to the large amount of freight coming into the country.

HIGH PRICES were paid the last Winter for furs, and the natives in the North are living in luxury just now, as everybody is able to buy whatever they want. The prices charged by the natives to each other are exorbitant; fancy paying $1 for one stick of stove wood, and $15 for an inconnu (fish).

THE PAST SUMMER has been very good for navigation, the water being at a good stage.

SEVERAL of the company's clerks and post managers are out in Edmonton just now, some on furlough and some on business, among the number may be mentioned:

C. T. Christie—McMurray.
F. Mandeville and family—Fort Rae.
A. McDermott and family—Fond du Lac, Lake Athabasca.
G. Bremner—Fort Simpson
E. Heron—Fort Nelson.
W. Lyall—Fort Fitzgerald.

Mrs. Mercredi and daughter are also in the city for a visit; they are the wife and daughter of the post manager at Resolution. Mr. Phillips, from the Western Arctic district, was in Edmonton, and Mr. Fred Parsons from Arctic Red River, was also in the party. The district accountant, Mr. W. G. McLean, had left McMurray previously, accompanied by Mr. Lansdowne. Both these gentlemen are in Edmonton at present.

119 Years Ago This Month at Old York Factory, Hudson Bay

Leaves From Diary of William Tomison, Chief Factor, Dated October, 1801

AN old Journal, in the archives of the Company, relating in the Chief Factor's own words the day-to-day happenings at York Factory, Hudson Bay, in the year 1801, yields some interesting sidelights upon life at an H.B.C. fur trade post in the early years of the 19th century. Extracts from the Journal are reproduced verbatim:

1801

Oct'r 7th—Wednesday—Took up floor in the trading room and took up sand to make it higher to the beams. Brought across the Indians that went for game yesterday. One man tayloring leather trousers and jackets—2 coopering—& 2 cutting firewood. Several of the Blackfeet pitched away—37 tents of Fall Indians came in—8 chiefs to our house. Last night the guard under arms, the Blackfeet being very troublesome. Clear, calm weather.

Oct'r 8th—Thursday—Most all the Blackfeet went away—and a few of the Fall Indians. Gave their chiefs from 15 to 20 balls and 1 to 2 ft. of Tobacco. They will not be in again this month. Finished the other side of the counter in the warehouse. 10 mixt foxes today. They are all very black yet. Put our bear meat up to dry.

Oct'r 9th—Friday—A few Blackfeet went away. Last night at 9 o'clock all the Indians were alarmed & came within the stockade—they say the Stone Indians are nigh, to either steal horses or go to war. Mended the roof & the outside of the Victual Shed & Trading Room. 2 at the saw—2 making kegs—2 cut wood & 2 making posts. Calm, clear, hot weather.

Oct'r 10th—Saturday—A few Fall Indians went away early this morning. Several Blackfeet came around to oppose the Stone Indians as they say they saw 16 men on the river bank yesterday, but it proved false & they returned. Put earth on our dwelling house to the chimney. Cleaned out the yard. Stowed by the cloth bundles. Put a window into the warehouse. Weighed our bladder fat. Shot and killed 1 bear.

Oct'r 13th—Tuesday—All the Fall Indians pitched away. 3 tent of Blackfoot here, to pitch tomorrow. Put on upper floor in victual shed and put up back fat. Traded a horse from Ki-oo-cus for a 20-skin keg.

Oct'r 14th—Wednesday—Cloudy weather. Sent a few Blackfeet across the river with 5 men & they killed 6 cows (buffalo). Mended the chimney. Mended the guard room stove. Finished repairing the North gates.

Oct'r 18th—Sunday—Light airs at W., clear & very hot. Went to the knoll on N. Side—great numbers of Buffalo.

Oct'r 19th—Monday—A Blackfoot came in with 30 foxes. Carried in the last logs for building. Woman cut out 30-1 skin and 20-2 skin Coats. Put the stock into boxes as the mice has already cut the cloth & done very much mischief.

Oct'r 24th—Saturday—2 men sawing wood for a door, 1 overhauling the back fat for mouldy ones, 3 on hunt & killed 2 cows, 4 cleaned the yard & burnt the rubbish. Taylor finished my coat he began on Monday. The Fat Man (chief) came in with nothing but 2 cat and 1 beaver.

Oct'r 27th—Tuesday—Light breeze at W. 4 Muddy River Indians & 6 Blood Indian Chiefs came to our house. Told them to take all their provisions to the New Co. as we have got a sufficiency to make abt. 80 bags at present. Mended the shed —2 making pins for the stockades & the rest at their respective duties.

Oct'r 28th—Wednesday—Several Fall Indian young men came here to keep the Blackfeet in awe. The Big Man's son has killed 2 children 3 nights ago. Monday night a Blackfoot trader cut Mr. Will's gates a good deal with a hatchet.

Oct'r 29th—Thursday—All hands took a part of the French Stockades and put on ours as our new stockades was too low—also took down the French Watch House and put up at the corner of our stockade.

Oct'r 31st—Saturday—Froze pretty hard last night. The Tattooed Indian came in—3 chiefs, 4 young men, 5 women and 7 children. One chief and his wife was shot by the Blackfeet and 2 children drownded by running into the river when the Blackfeet shot their Countrymen. Got six beaver skins, big & small, they are very hard & whiteish hairs on them. Red Deer a Fall Indian came. In the evening he was very troublesome. Got our boat within the stockades. Feathers gave the Fall Indians 2 good horses 3 days' ago for the Bodies of the 2 Fall Indians his son killed last February to make it up with them.

QUALITY

QUALITY lends stability to every H.B.C. transaction. Upon a foundation less firm the Company's reputation for fair-dealing could not have been builded.

TO-DAY, with their extensive activities in Service of the Canadian people, the Company place upon Quality an emphasis as great as did they YESTERDAY when H.B.C. merchandise was the succor of the Wilderness.

Hudson's Bay Company's modern Service throughout all Canada touches districts most populous and quarters most remote; so that wherever in Canada one may be, H.B.C. National Quality is usually available nearby.

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